

# Comparisons of Job Characteristics

**Focus Occupation:** Sales Representatives, Wholesale and Manufacturing, Technical and Scientific Products (41-4011)

**Associated Occupation:** Retail Salespersons (41-2031)

[Compare Knowledge](#)

[Compare Skills](#)

[Compare Abilities](#)

[Compare Detailed Work Activities](#)

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<<	Focus occupation element is much lower
<	Focus occupation element is lower
0	Focus occupation element is at a similar level
>	Focus occupation element is at a higher level
>>	Focus occupation element is at a much higher level

## Knowledge

Similarity of Focus Occupation to Associated Occupation: 92

**Focus Occupation:** Sales Representatives, Wholesale and Manufacturing, Technical and Scientific Products (41-4011)  
**Associated Occupation:** Retail Salespersons (41-2031)

Associated Occupation's Key Knowledge Elements	Average Rating, All Occupations	Associated Occupation's Rating	Focus Occupation's Rating		Evaluation of Focus Occupation
Customer and Personal Service	11.3	16.6	19.3	>	Current knowledge level is likely sufficient
Sales and Marketing	5.2	13.4	20.2	>>	Current knowledge level is likely more than sufficient

The maximum possible rating is 25.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O\*NET (Occupation Information Network) data.

## Skills

Similarity of Focus Occupation to Associated Occupation: 93

**Focus Occupation:** Sales Representatives, Wholesale and Manufacturing, Technical and Scientific Products (41-4011)  
**Associated Occupation:** Retail Salespersons (41-2031)

Associated Occupation's Key Skills Elements	Average Rating, All Occupations	Associated Occupation's Rating	Focus Occupation's Rating		Evaluation of Focus Occupation
Persuasion	7.4	12.2	15.9	>>	Skill level is likely more than sufficient
Service Orientation	7.9	11.8	10.7	<	A higher skill level may be required
Negotiation	6.8	10.8	12.0	>	Skill level is likely sufficient

The maximum possible rating is 25.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O\*NET (Occupation Information Network) data.

## Abilities

Similarity of Focus Occupation to Associated Occupation: 94

**Focus Occupation:** Sales Representatives, Wholesale and Manufacturing, Technical and Scientific Products (41-4011)  
**Associated Occupation:** Retail Salespersons (41-2031)

Associated Occupation's Key Abilities Elements	Average Rating, All Occupations	Associated Occupation's Rating	Focus Occupation's Rating	Evaluation of Focus Occupation	
Oral Comprehension	12.5	13.7	16.2	>	Current ability level is likely sufficient
Oral Expression	12.4	13.4	16.6	>	Current ability level is likely sufficient
Speech Clarity	10.2	12.1	14.7	>	Current ability level is likely sufficient
Speech Recognition	9.9	11.5	13.9	>	Current ability level is likely sufficient
Written Comprehension	11.0	9.6	12.3	>	Current ability level is likely sufficient
Near Vision	11.1	9.5	10.7	>	Current ability level is likely sufficient
Problem Sensitivity	11.1	9.3	10.5	>	Current ability level is likely sufficient

The maximum possible rating is 25.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O\*NET (Occupation Information Network) data.

## Activities that Both Occupations Have in Common

Similarity of Focus Occupation to Associated Occupation: 85

**Focus Occupation: Sales Representatives, Wholesale and Manufacturing, Technical and Scientific Products (41-4011)**  
**Associated Occupation: Retail Salespersons (41-2031)**

Work Activities	Exclusivity of Activity
Advise clients or customers	19
Answer customer or public inquiries	41
Demonstrate goods or services	76
Identify best product for customer's needs	92
Maintain records, reports, or files	5
Measure customer for size	92
Obtain information from individuals	24
Provide customer service	14
Sell merchandise	65
Use computers to enter, access or retrieve data	3
Use industry terms or concepts	89
Use knowledge of sales contracts	80
Use sales techniques	75

Not all positions in these occupations will necessarily perform all of the listed activities. The exclusivity rating is an indication of how unique the activity is amongst all occupations. The maximum rating is 100. High scores indicate that only a small number of occupations engage in that activity.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O\*NET (Occupation Information Network) data.

## Tools and Technologies that Both Occupations Have in Common

Similarity of Focus Occupation to Associated Occupation: 63

**Focus Occupation: Sales Representatives, Wholesale and Manufacturing, Technical and Scientific Products (41-4011)**  
**Associated Occupation: Retail Salespersons (41-2031)**

Tools and Technologies	Exclusivity
Business function specific software	1
Computer data input devices	2

Computers	1
Content authoring and editing software	1
Data management and query software	1
Finance accounting and enterprise resource planning ERP software	2
Industry specific software	1
Ladders and scaffolding	6
Network applications software	1

Not all positions in these occupations will necessarily use all of the listed tools and technologies. The exclusivity rating is an indication of how unique the tool or technology is amongst all occupations. The maximum rating is 100. High scores indicate that only a small number of occupations use that tool or technology.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O\*NET (Occupation Information Network) data.